
From: BISHOP, Ray <ray.bishop@airbus.com>
Sent: Wednesday, April 15, 2020 1:49 PM
To: Dempsey, Jimmy; JONES, Christopher CH
Cc: DE GASPERIS, Robert R; SAKS, Matthew M; Thwaytes, Spencer; Sashikumar Bindu, Sharath
Subject: RE: Per our discussion this morning.....
Attachments: FFT- Airbus Delivery Schedule Scenerio_15April2020.xlsx

Jimmy,
Further to your recent discussions with Chris and Robert, please find attached a delivery schedule scenario for Frontier's review.

Please let us know if you have time this afternoon to discuss and we can set up a call, when we can share our preliminary estimate the attached delivery schedule change would have on Frontier's 2020 PDP obligations.

The attached new delivery schedule scenario (i) does not constitute an offer and is being sent without prejudice to any provisions of the A320 Purchase Agreement, (ii) remains subject to Airbus approval, including all delivery movements which remain subject to industrial feasibility and confirmation by Airbus, and (iii) does not constitute a change to the A320 Purchase Agreement. Accordingly, all Predelivery Payment obligations remain as per the existing A320 Purchase Agreement delivery schedule.

Thanks,
Ray

From: Dempsey, Jimmy [mailto:Jimmy.Dempsey@flyfrontier.com]
Sent: Tuesday, April 14, 2020 6:17 PM
To: JONES, Christopher CH <chris.p.jones@airbus.com>
Cc: DE GASPERIS, Robert R <robert.de-gasperis@airbus.com>; BISHOP, Ray <ray.bishop@airbus.com>; SAKS, Matthew M <matthew.saks@airbus.com>; Thwaytes, Spencer <Spencer.Thwaytes@flyfrontier.com>; Sashikumar Bindu, Sharath <Sharath.Sashikumar@flyfrontier.com>
Subject: RE: Per our discussion this morning.....

Chris/Robert

Can you copy Spencer and Sharath in the response so we can analyze the changes. They are copied above.

Thanks
Jimmy

From: JONES, Christopher CH <chris.p.jones@airbus.com>
Sent: Saturday, April 11, 2020 10:00 AM
To: Dempsey, Jimmy <Jimmy.Dempsey@flyfrontier.com>
Cc: DE GASPERIS, Robert R <robert.de-gasperis@airbus.com>; BISHOP, Ray <ray.bishop@airbus.com>; SAKS, Matthew M <matthew.saks@airbus.com>
Subject: Per our discussion this morning.....

Jimmy.

Thanks for taking the time to chat this morning. In response to your request that Airbus consider delaying a number of your 2020 deliveries to facilitate third party financing with AMCK, Airbus could contemplate the following starting in 2020:

Planned	2020	2021
Before	13 (-3 del)	18
Change	4	2 (+4 -6)
Revised	9 (-3 del)	16

Redacted

In terms of delivery months this would translate to:

Type	CACID	MSN	Planned Delivery	Revised Delivery
A320	10005488	9549	April 2020	June 2020
A320	10005489	10031	April 2020	July 2020
A320	10005491	10089	May 2020	July 2020
A320	10005493	10119	June 2020	Sept 2020
A320	10005495	10298	Oct 2020	Nov 2020
A320	10005496	10327	Oct 2020	Dec 2020
A320	10005497		Sept 2020	Jan 2021
A320	10005498		Nov 2020	Jan 2021
A320	10005492		Dec 2020	Mar 2021
A320	10005494		Dec 2020	Mar 2021

Trust you appreciate the significant impact this has on our near-term cash-flow however in the interest of partnership and accommodating the unique circumstances we both face, we hope this proves to be a key enabler to securing the delivery of aircraft in 2020 at this critical time.

For the avoidance of doubt, this is non-binding, does not constitute an offer and remains subject to change at any time by Airbus without notice.

Look forward to your feedback in the next day or so.

Best,
C

Chris Jones
Senior Vice President Customers NA

AIRBUS
2550 Wasser Terrace
Suite 9100
Herndon, VA 20171

Office: 703-834-3484
Mobile: 571-524-9494

The information in this e-mail is confidential. The contents may not be disclosed or used by anyone other than the addressee. Access to this e-mail by anyone else is unauthorised.

If you are not the intended recipient, please notify Airbus immediately and delete this e-mail.

Airbus cannot accept any responsibility for the accuracy or completeness of this e-mail as it has been sent over public networks. If you have any concerns over the content of this message or its Accuracy or Integrity, please contact Airbus immediately.

All outgoing e-mails from Airbus are checked using regularly updated virus scanning software but you should take whatever measures you deem to be appropriate to ensure that this message and any attachments are virus free.

The information in this e-mail is confidential. The contents may not be disclosed or used by anyone other than the addressee. Access to this e-mail by anyone else is unauthorised.

If you are not the intended recipient, please notify Airbus immediately and delete this e-mail.

Airbus cannot accept any responsibility for the accuracy or completeness of this e-mail as it has been sent over public networks. If you have any concerns over the content of this message or its Accuracy or Integrity, please contact Airbus immediately.

All outgoing e-mails from Airbus are checked using regularly updated virus scanning software but you should take whatever measures you deem to be appropriate to ensure that this message and any attachments are virus free.

	A	B	C	D	E	F	G	H
1	The below new delivery schedule scenario (i) does not constitute an offer and is being sent without prejudice to any provisions of the A320 Purchase Agreement; including any notices issued thereto, (ii) remains subject to Airbus approval, including all delivery movements which remain subject to industrial feasibility and confirmation by Airbus, and (iii) does not constitute a change to the A320 Purchase Agreement. Accordingly, all Predelivery Payment obligations remain as per the existing A320 Purchase Agreement.							
2								
3				Total Current	Total New		Delta	
4			2020 total:	15	6		-9	
5			2021 total:	13	16		3	
6								
7								
8								
9								
10								
11								
12								
13								
14				Current as of Amendment 8			New Delivery Schedule	
15	Rank	CACID	Type	SDM/SDQ	Year		SDM/SDQ	Year
16	52	10005488	A320 Aircraft	March	2020		June	2020
17	53	10005489	A320 Aircraft	March	2020		July	2020
18	54	10005490	A320 Aircraft	Delivered				
19	55	10005491	A320 Aircraft	May	2020		July	2020
20	56	10005492	A320 Aircraft	May	2020		2nd	2021
21	57	10005493	A320 Aircraft	June	2020		September	2020
22	58	10005494	A320 Aircraft	June	2020		2nd	2021
23	59	10005495	A320 Aircraft	August	2020		November	2020
24	60	10005496	A320 Aircraft	August	2020		December	2020
25	61	10005497	A320 Aircraft	September	2020		1st	2021
26	62	10005498	A320 Aircraft	September	2020		1st	2021
27	63	10005499	A320 Aircraft	November	2020		1st	2021
28	64	10005500	A320 Aircraft	November	2020		1st	2021
29	65	10005501	A320 Aircraft	December	2020		1st	2021
30	66	10005502	A320 Aircraft	December	2020		2nd	2021
31	67	10005503	A320 Aircraft	December	2020		2nd	2021
32	68	10005504	A320 Aircraft	January	2021		2nd	2021
33	69	10005505	A320 Aircraft	February	2021		2nd	2021
34	70	10005506	A320 Aircraft	March	2021		3rd	2021
35	71	10005507	A320 Aircraft	March	2021		3rd	2021
36	72	10005508	A320 Aircraft	June	2021		4th	2021
37	73	10005509	A320 Aircraft	June	2021		4th	2021
38	74							
39	75							
40	76							
41	77							
42	78							
43	79							
44	80	10005516	A320 Aircraft	May	2021		4th	2021
45	81							
46	82							
47	83							
48	84							
49	85							
50	86							
51	87							
52	88							
53	89							
54	90							
55	91							
56	92							
57	93							
58	94							
59	95							
60	96							
61	97							
62	98							
63	99							
64	100							
65	101							
66	102							
67	103							
68	104							

AIRBUS PROPRIETARY AND CONFIDENTIAL

This discussion paper is non-binding, subject to contract, and subject to Airbus management board approval

	A	B	C	D	E	F	G	H
69	105							
70	106							
71	107							
72	108							
73	109							
74	110							
75	111							
76	112							
77	113							
78	114							
79	115							
80	116							
81	117							
82	118							
83	119							
84	120							
85	121							
86	122							
87	123							
88	124							
89	125							
90	126							
91	127							
92	128							
93	129							
94	130							
95	131							
96	132							
97	133							
98	134							
99	135							
100	136							
101	137							
102	138							
103	139							
104	140							
105	141							
106	142							
107	143							
108	144							
109	145							
110	146							
111	147							
112	148							
113	149							
114	150							
115	151							
116	152							
117	153							
118	154							
119	155							
120	156							
121	157							
122	158							
123	159							
124	160							
125	161							
126	162							
127	163							
128	164							
129	165							
130	166							
131	167							
132	168							
133	169							
134	170							
135	171							
136	172							
137	173							
138	174							
139	175							

Redacted

AIRBUS PROPRIETARY AND CONFIDENTIAL

This discussion paper is non-binding, subject to contract, and subject to Airbus management board approval

	A	B	C	D	E	F	G	H
140	176	Redacted						
141	177							
142	178							
143	179							
144	180							
145	181							
146	182							
147	183							
148	184							
149	185							
150	186							
151	187							
152	188							
153	189							
154	190							
155	191							
156	192							
157	193							
158	194							
159	195							
160	196							
161	197							
162	198							
163	199							
164	200							
165	201							
166	202							
167	203							
168	204							
169	205							
170	206							
171	207							
172	208							
173	209							
174	210							
175	211							
176	212							
177	213							
178	214							

AIRBUS PROPRIETARY AND CONFIDENTIAL

This discussion paper is non-binding, subject to contract, and subject to Airbus management board approval